



Robin

OUR MISSION

**Make contracts simple**



# Robin AI is a fast growth legal technology start up

Robin uses a combination of AI, software and human legal specialists to simplify radically the review of high-volume contracts

## c.\$ XX

Forecast ARR by end 2021, c.10x since March

## c. XX %

Forecast Gross Margin in Q3 2021

## c.\$30bn

Addressable market opportunity

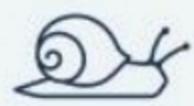
## Top tier client base

Robin supports leading Private Equity firms (e.g., Foot Antsey) as well as top tier law firms (e.g., Clifford Chance) and corporates (e.g., Babylon Health)

## Excellent growth potential

Robin is well positioned to grow, having already expanded beyond our initial beachhead market of NDAs to cover multiple contract types

# Contracting is an essential part of all business activity, but it's fundamentally broken



***Slow***

Contracts often delay progress long after commercial terms have been agreed



***Expensive***

Contracts involve review by multiple lawyers, incurring thousands of dollars of cost for even the simplest agreements



***Opaque***

Once signed, contract terms are inaccessible and can't be searched, leaving companies unable to keep track of what they've agreed

# The costs of contracting are enormous

> \$30bn

*Cost of contracting for medium and large businesses in English-speaking countries*

- Contracting is **fundamental to every business**, with **millions of agreements** signed each year
- Even simple agreements place a **significant burden on legal functions**, costing c.\$500 in in-house resource alone
- The vast majority of this is **repetitive work, ripe for automation**

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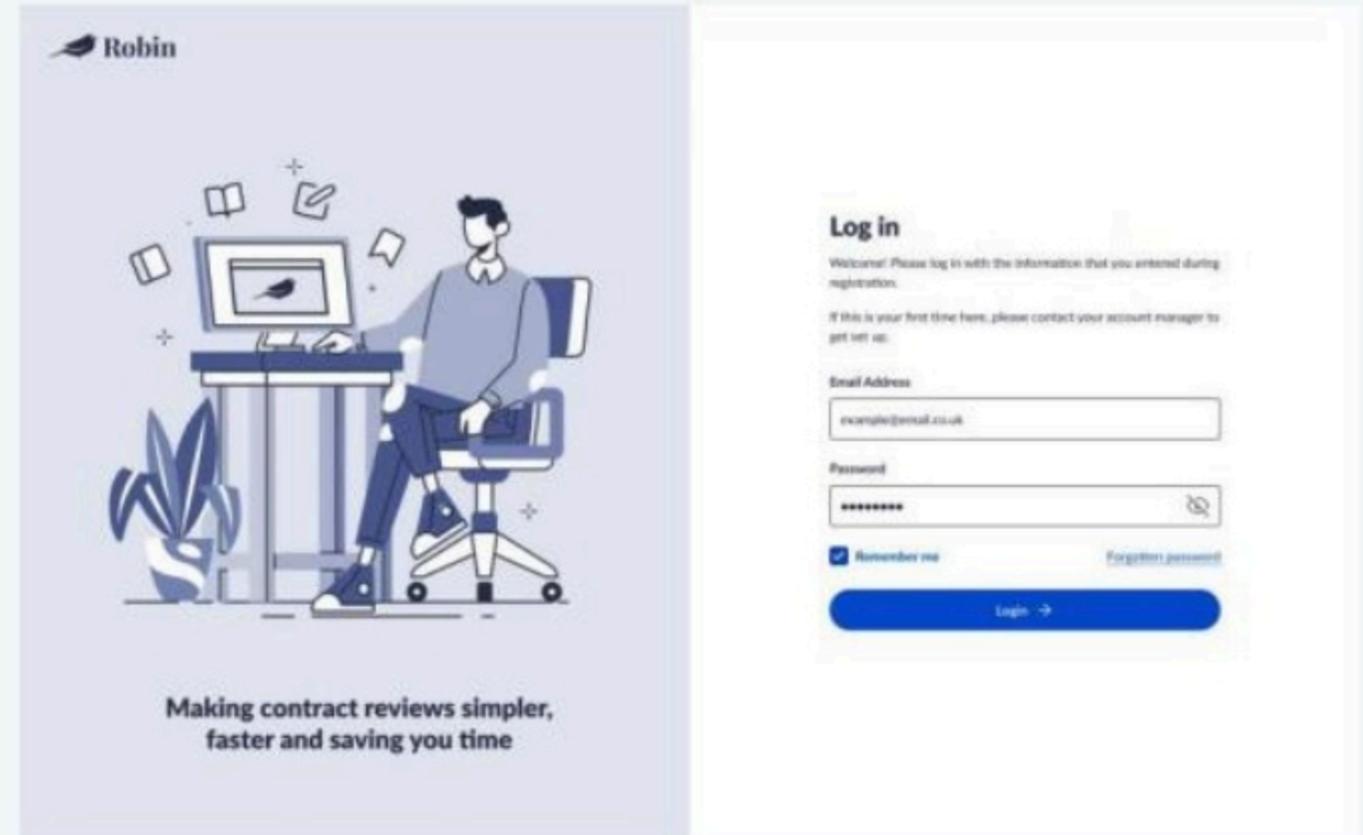
# The problem

*Contract technology doesn't work*

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# The Smart Contract Editor

- 1 **Drafting tools** that empower everyone to build world class contracts
- 2 **Editing tools** that use AI to read and edit contracts at lightening speed
- 3 **Smart contracts** that enable automatic negotiation based on playbooks



## Log in

Welcome! Please log in with the information that you entered during registration.

If this is your first time here, please contact your account manager to get set up.

Email Address

example@email.co.uk

Password

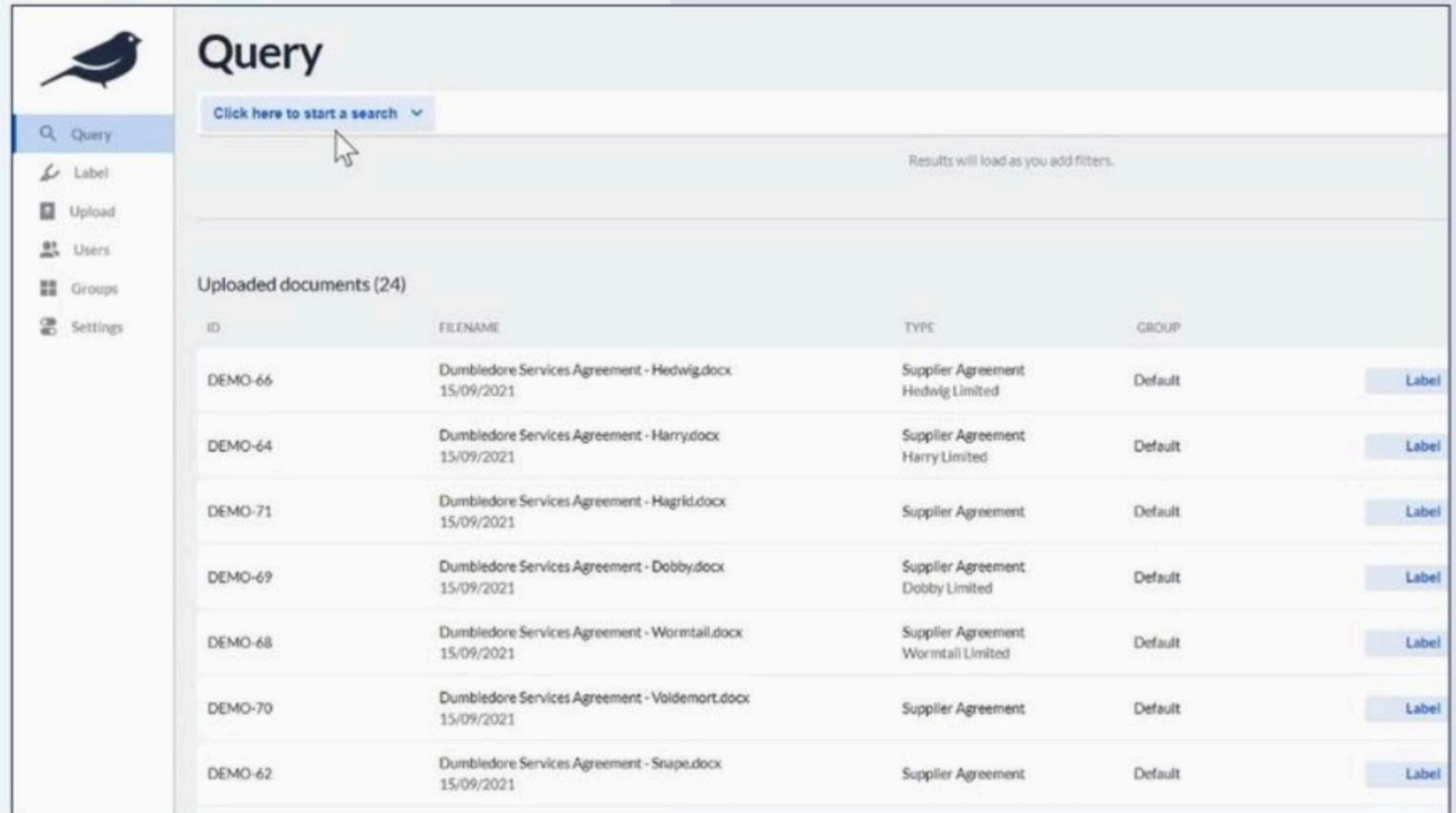
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# The Queryable Contract Platform



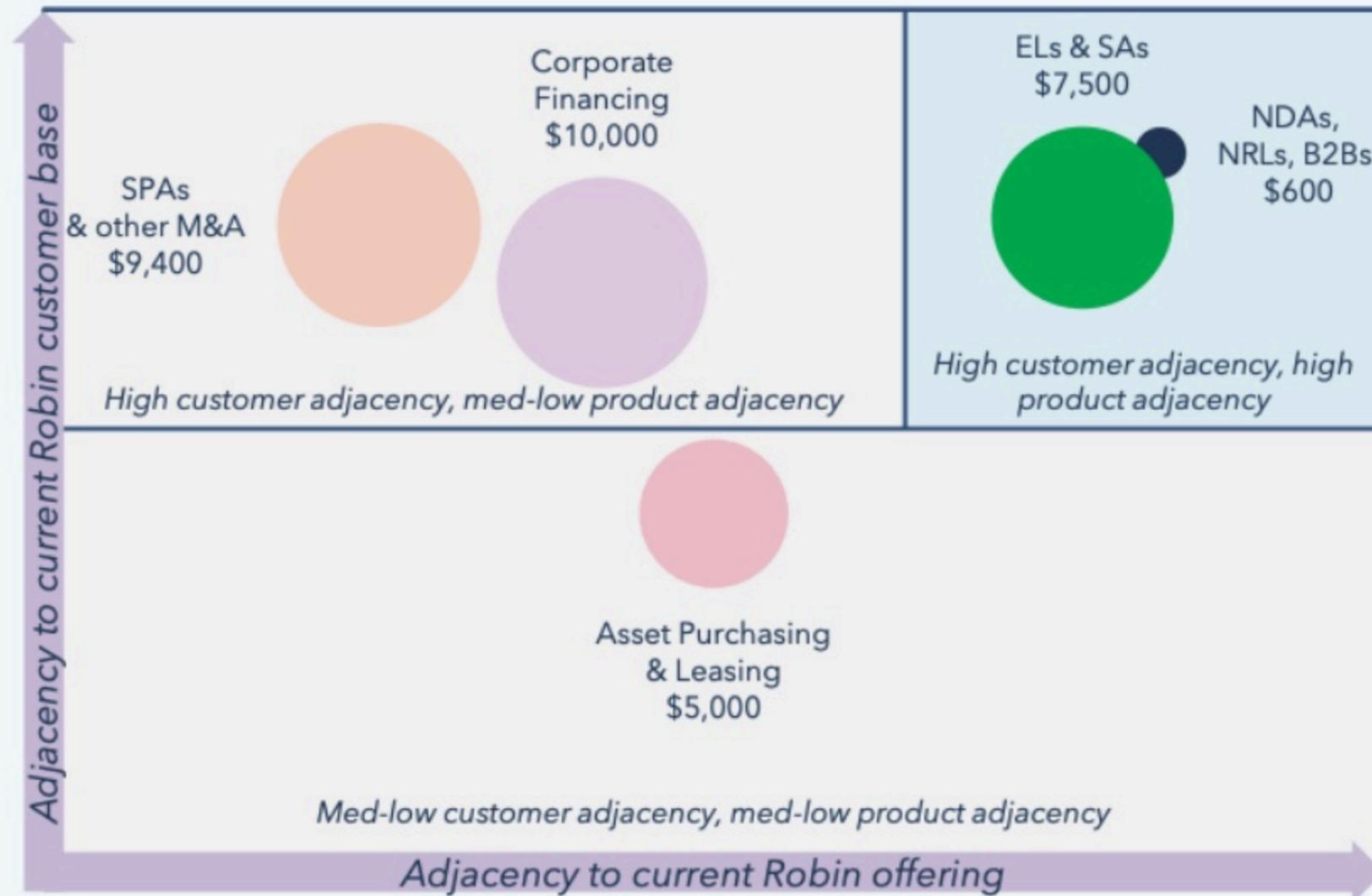
The screenshot displays the 'Query' interface of the platform. On the left is a navigation sidebar with a bird logo and menu items: Query, Label, Upload, Users, Groups, and Settings. The main area is titled 'Query' and contains a search bar with the text 'Click here to start a search'. Below the search bar, a message states 'Results will load as you add filters.' The main content area shows a table of 'Uploaded documents (24)'. The table has columns for ID, FILENAME, TYPE, and GROUP, with a 'Label' button in the right margin of each row. The visible rows are:

ID	FILENAME	TYPE	GROUP	
DEMO-66	Dumbledore Services Agreement - Hedwig.docx 15/09/2021	Supplier Agreement Hedwig Limited	Default	Label
DEMO-64	Dumbledore Services Agreement - Harry.docx 15/09/2021	Supplier Agreement Harry Limited	Default	Label
DEMO-71	Dumbledore Services Agreement - Hagrid.docx 15/09/2021	Supplier Agreement	Default	Label
DEMO-69	Dumbledore Services Agreement - Dobby.docx 15/09/2021	Supplier Agreement Dobby Limited	Default	Label
DEMO-68	Dumbledore Services Agreement - Wormtail.docx 15/09/2021	Supplier Agreement Wormtail Limited	Default	Label
DEMO-70	Dumbledore Services Agreement - Voldemort.docx 15/09/2021	Supplier Agreement	Default	Label
DEMO-62	Dumbledore Services Agreement - Snape.docx 15/09/2021	Supplier Agreement	Default	Label



# Engagement Letters & Supplier Agreements represent a highly attractive opportunity for future growth

Robin AI Market Opportunity, by adjacency and size, 2021  
(Millions of USD)



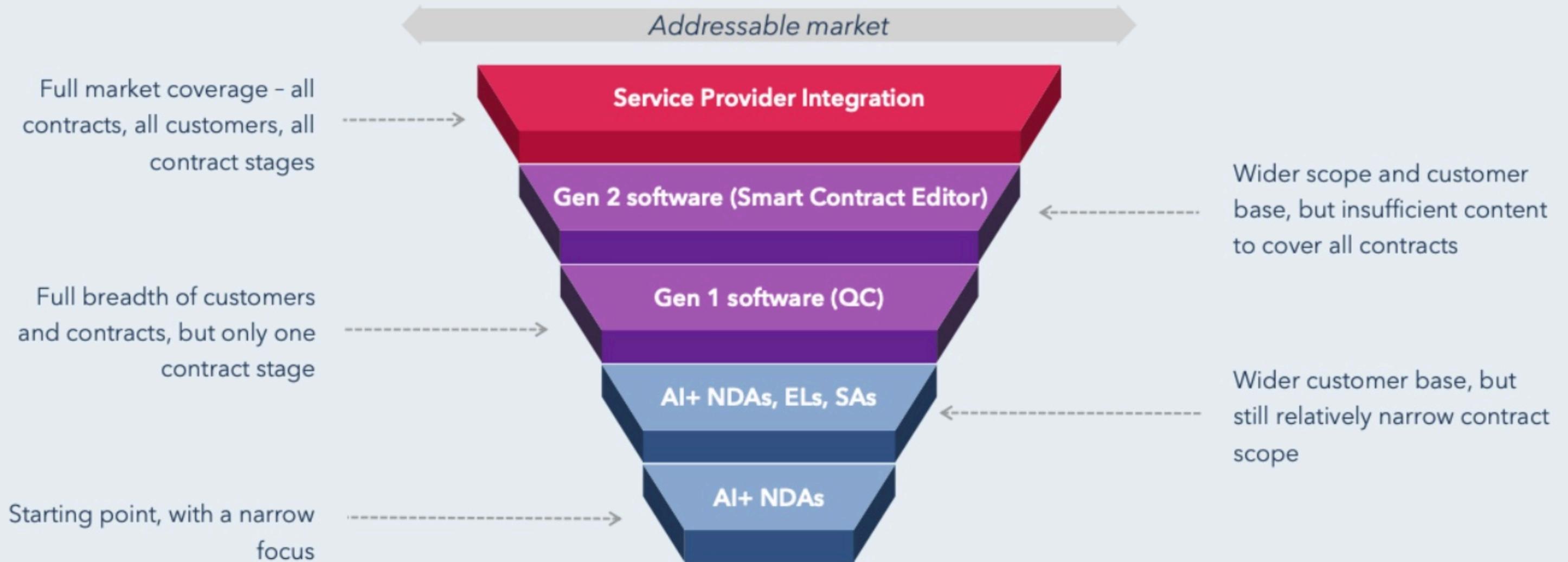
## Customer adjacency

- ELs & SAs already required by Robin NDA customers
- Agreeing ELs with advisors is a similarly onerous part of PE M&A transactions to NDAs
- Many EL counterparties are the same counterparties as for NDAs, creating opportunities to further streamline the process

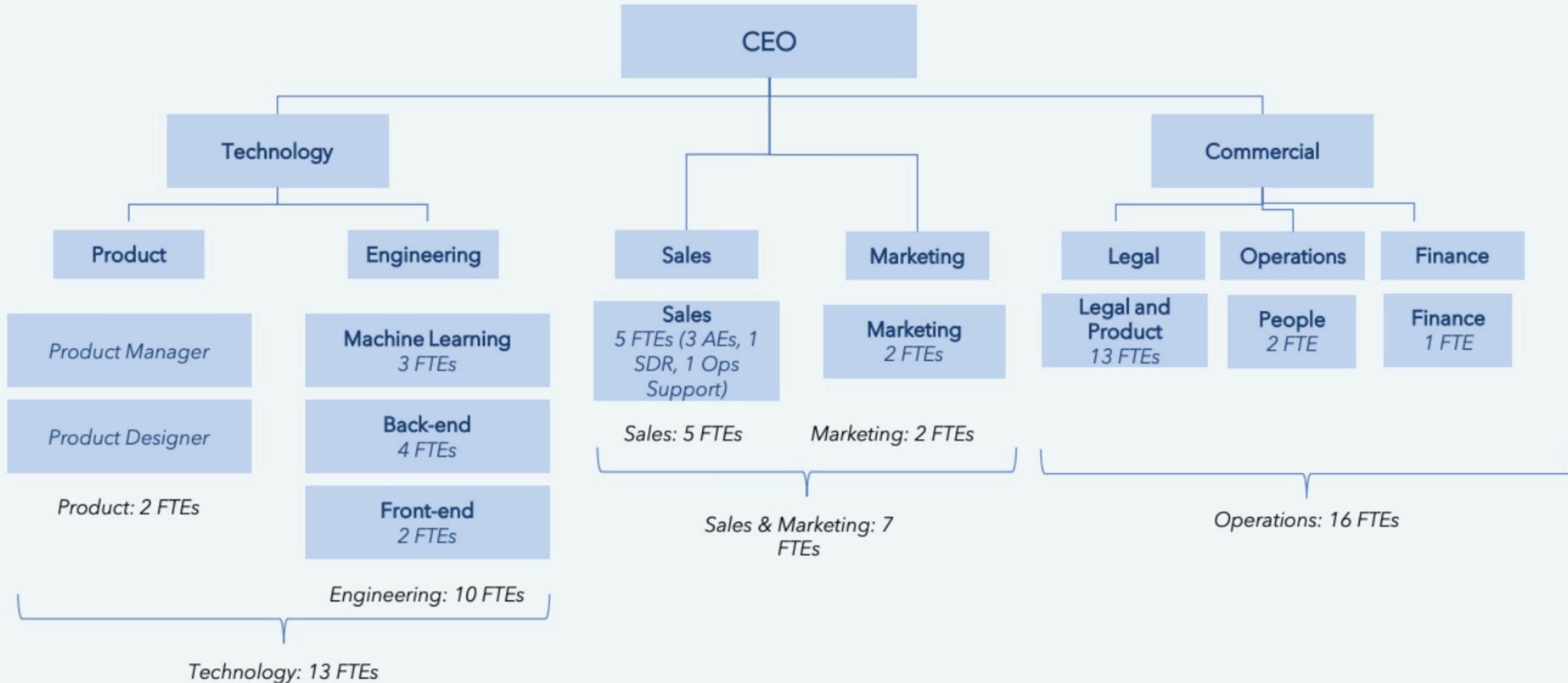
## Product adjacency

- We already review ELs & SAs for some customers and are contracted to for others building a significant base of experience and data in these contracts.

# Our combination of services and software will enable us to expand and scale our business rapidly



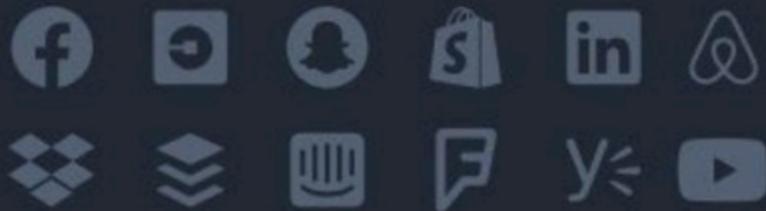
# By the end of Q1 2022, we expect to grow to 39 FTEs



# Thank you

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